



Innovation Accelerator Results (Cohort 6)

The Big Picture

- **Organizations'** ability to innovate increased by more than 25%.
- **Individual students'** abilities increased by at least 75% in these areas:
 - Confidence.
 - Ability to identify all of a project's stakeholders, their incentives, and the roles they can play in helping (or hindering) a project's success.
 - Ability to turn an idea into a testable hypothesis and then interview potential customers and partners in a way that sets them at ease and gets to the TRUTH.
- **Killed bad ideas** quickly & cheaply. 100% of graduating teams that gathered evidence their idea was untenable had the courage to kill the idea and move on. This re-allocated significant amounts of capital towards ideas that are far more likely to increase their organizations' impact and financial sustainability.

Detailed Results

Data provided by 4 responses (100% of the cohort) to the class's anonymous exit survey. The following tables show the key areas the curriculum hoped to impact on **individual students** and on their **organizations**. This data reflects student's self-assessment of their/their organization's scores in each area before and after the training. Green reflects high scores and red low scores. The last column shows the change in their self-assessed score in each area. For clarity, the exact language of the questions posed to the students is presented in the tables.

Impact on Organizations

<u>Area being scored (range of 0-10)</u>	<u>Before</u>	<u>After</u>	<u>Change (%)</u>
Collaboration My organization encourages (and places no significant limitations on) innovators to work with people in other departments and even outside the organization.	5.8	7.4	28%
Innovation Encouraged Everyone in the organization (from the board to line employees) encourages team members to innovate.	6.0	7.6	27%
Failure Seen As Learning My organization embraces (will not punish) failure caused by taking risks to innovate.	4.6	6.4	39%
Speed My organization embraces (and does not punish) innovators for deploying Quick & Dirty solutions vs the Deliberate & Perfect appropriate for mature programs.	4.4	6.2	41%



Impact on Individual Students

<u>Area being scored (range of 0-10)</u>	<u>Before</u>	<u>After</u>	<u>Change (%)</u>
Confidence I have incredible confidence in my ability to build & scale this venture	4.2	8.2	95%
The Customer I know how to identify all the key customer segments, users, payers, and influencers. I know how to determine each segment's hair-on-fire pains.	5.0	9.0	80%
Competitive Advantage I understand how to identify key competitors and determine my company's relative strengths & weaknesses.	5.2	8.4	62%
Interviewing I know how to turn an idea into a testable hypothesis and then interview potential customers and partners in a way that sets them at ease and gets to the TRUTH.	4.8	8.6	79%
Public Speaking I am able to create and deliver compelling presentations and then effectively engage in Q&A.	7.0	8.4	20%
Innovation I am comfortable coming up with, testing, and deploying innovations that can meaningfully impact my part of my organization.	6.8	8.8	29%